



Food-N-Co

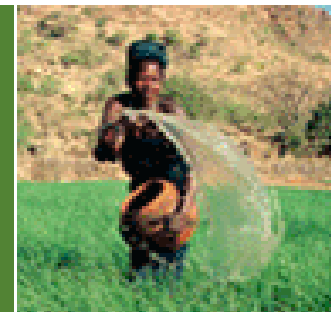


How to help your clients build a consortium

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Before starting... 2 useful questions

Is it appropriate to submit a FP proposal?

- ✓ Looking for additional funds for research
- ✓ Development of European networks & contacts
- ✓ Sharing the risks of research with EC
- ✓ Excellent scientific/technological partners
- ✓ Orientation on new developments
- ✓ Opening up of new markets
- ✓ Contributing to improve image or/and reputation
- ✓ Etc...

Is it possible to submit a FP proposal?

Is the project idea:

- Innovative?
- In line with the core business of the organization?
- In line with the call and work programme content?
- In line with the framework programme philosophy?
- Are there sufficient resources to carry out the project activities?

Training session
Brussels, 11-12 July 2006

If yes...



If yes...

- Acquire the necessary documentation
 - Call text & Work program
 - Guide for proposers
 - Background information to the instruments
 - Evaluation manual
 - Model contract
- **Start creating the consortium**
- Submit the proposal on time
- ...and wait for the evaluation, crossing the fingers!!!



Create the consortium

- To enter FP there is a need of **being part of a consortium** and/or **prepare a proposal**

- Research projects shall be submitted by a CONSORTIUM consisting of :
 - At least 3 independent legal entities (public, private, non-profit organisations, etc.)
 - From 3 different Member States or Associated States, of which at least two shall be Member States or Associated Candidate Countries

- Exceptions (SSA, some Mobility Measures) – **always read carefully the call text !!!**



Number of partners required vs. average

Instrument	Minimum	Average size
Integrated project	3	41
Network of Excellence	3	28
Strep	3	7
Coordination Action	3	24
Specific Support Action	1	7
CRAFT	3/2	5-10 SME / 2 RTD

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Who can participate in FP6 projects

- **MEMBER STATES:** Member states of the European Union – 25 countries
- **ASSOCIATED STATES:** Countries that make financial contribution to FP6
 - **Associated Candidate States** (Bulgaria, Romania, Turkey and Croatia)
 - **Associated States with an International agreement with EU** (Norway, Lichtenstein, Iceland, Israel and Switzerland)
- **THIRD COUNTRIES:** Neither a member nor an Associated State, e.g. USA is a “Third Country”



Third countries

- Targeted Third Countries (INCO) - 4 categories:
 - **Developing countries** (African , Caribbean, Pacific Countries, Asia and Latin America)
 - **Mediterranean**
 - **The Western Balkans**
 - **Russia and the New Independent States**

The complete list is available at:

<http://www.cordis.lu/fp6/inco.htm>

- Can receive EU funding
- Their participation is highly encouraged by the EC

http://europa.eu.int/comm/research/iscp/index_en.html



Summarising

□ Minimum requested

- 3 entities from Member, Candidate or Associated States (of which at least 2 from MS,CS)

□ Enlarged consortium

- Other entities from MS and/or ACC (with funds)
- **INCO Countries (with funds)**
- Third Countries and international organizations (without funds)



Roles of partners in a project

“Official” roles:

- ❑ Coordinator
- ❑ Partner

“Practical” roles:

- ❑ Project manager
- ❑ RTD performer
- ❑ Technology provider
- ❑ Technology developer
- ❑ End user
- ❑ Training specialist
- ❑ Dissemination expert, etc.



Very important partners for political reasons

□ Small and Medium Sized Enterprises (SMEs)

- Definition: an SME is defined as a company with less than 250 employees, less than 50 million euro annual turnover (or less than 43 million Annual balance sheet).

http://www.europa.eu.int/comm/enterprise/enterprise_policy/sme_definition/sme_user_guide.pdf

□ How to find the right SMEs?

- Explain clearly the role of the SME in the project
- Databases of SMEs
- NCP network
- Contact industry / SME associations



Very important partners for political reasons

- New Members and Associated states
 - Like all other partners must have a clearly defined role in the project
 - Their participation is recommended by the EC (always consult the call text)

- INCO partners
 - Like all other partners must have a clearly defined role in the project
 - A clear message from the Commission: participation of INCO partners in projects is very favourable.



Consortium building

Factors for success

- Design your consortium in line with project objectives
- Fully integrated and balanced team:
 - Critical mass
 - High scientific excellence
 - Clear roles: no overlaps, no duplications
 - Complementarity
 - Experienced in RTD projects (EU and/or national/international)
 - Involvement of SMEs
 - *Possible roles: RTD, technology provider and / or user, exploitation, dissemination, management, etc.*
 - Involvement of consumer organizations, gender issues, etc.
 - Different interest in the project, internationality, cultural framework, etc.



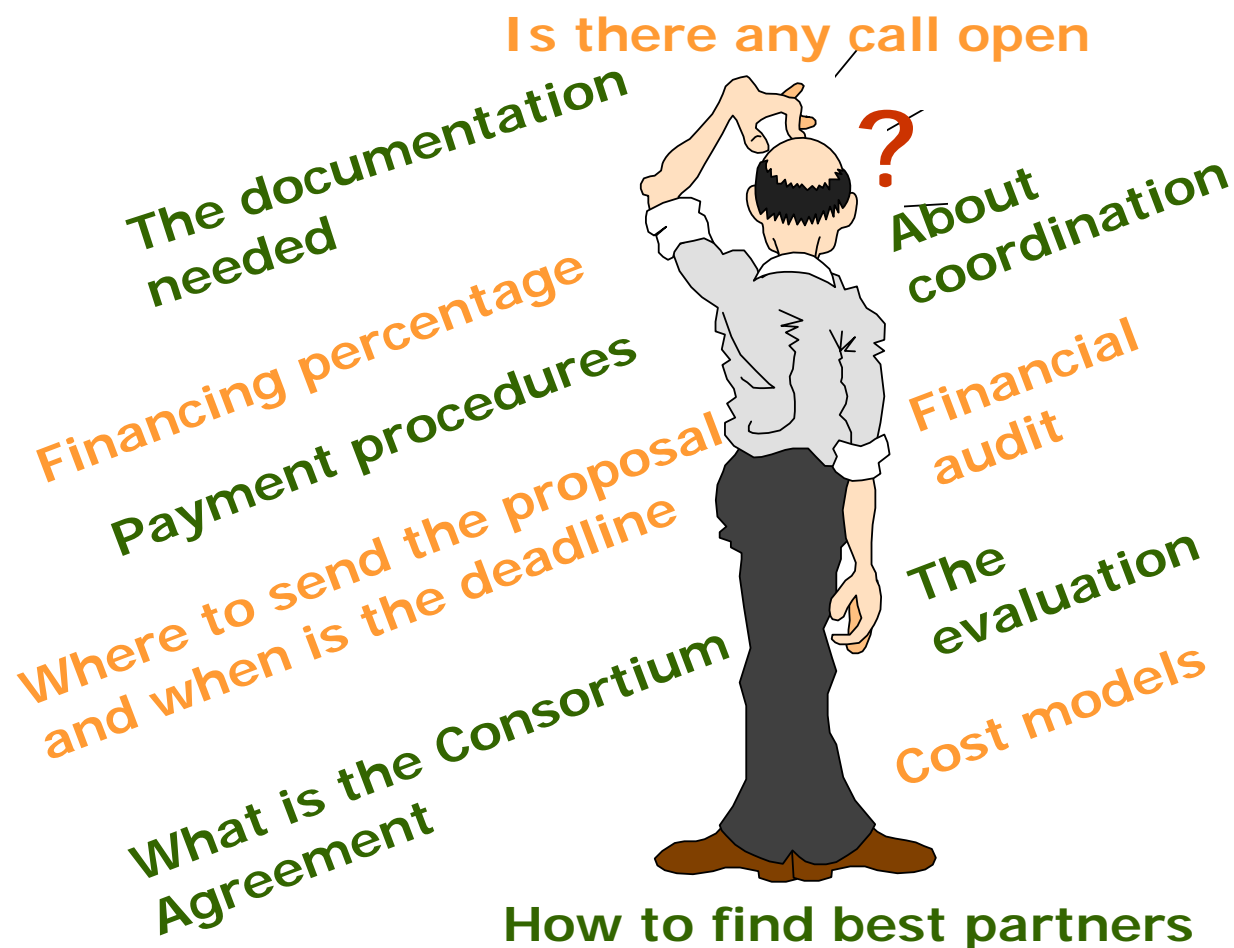
How/where to find suitable partners?

- Personal contacts are very important, start from there: **screen your own international contacts** (business & academia contacts, conferences, fairs, etc.)
- **Use the network of National Contact Point (NCP)**
- Attend information days, brokerage events, etc.
- Ensure that foreign colleagues can contact you (e.g. **develop your profile**, internet, competence catalogues, etc.)
- Use the available Databases for searching potential partners:
 - <http://www.cordis.lu/fp6/partners.htm>
 - http://eoi.cordis.lu/search_form.cfm
 - <http://www.food-n-co.net> (soon!!!)



Why using the NCP?

- He or she will be able to advise and assist you throughout the entire proposal preparation process



...and much more...



Use other European networks / programmes

Food-N-Co 

□ Study Cost and Eureka actions and approach ongoing projects

■ **EUREKA**, <http://www.eureka.be>

A pan-European network for market-oriented, industrial RTD

■ **COST**, <http://cost.cordis.lu>

An intergovernmental framework for European Co-operation in the field of Scientific and Technical Research allowing the coordination of nationally funded research on European level



For even more help

Keep in touch with your twin partner!

or

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**THANK YOU FOR YOUR
ATTENTION!**